

Message Text

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64

ACTION EUR-25

INFO OCT-01 ISO-00 AID-20 CIAE-00 EB-11 FRB-03 INR-11

NSAE-00 RSC-01 TRSE-00 XMB-07 OPIC-12 SP-03 CIEP-03

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FM USMISSION BERLIN

TO SECSTATE WASHDC 4011

USDOC WASHDC

INFO AMEMBASSY BONN

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EO11652 NA

TAGS BFOL, ETRD, GE, US

SUBJ GM VEHICLE PROPOSAL TO GDR

REF: (A) STATE 205380, (B) BERLIN 1130

COMMERCE (BEWT) FOR PLANAGAN

1. PRIOR TO RECEIPT OF REF (A), MISSION HAD RECEIVED TELEX FROM ANDREW D. STRUPP, DEPUTY PROGRAM AND PROJECT MANAGER, GM OVERSEAS CORPORATION, NYC, REQUESTING ASSESSMENT OF PRESENT CLIMATE IN GDR FOR GM BUSINESS PROPOSAL SUBMITTED TO EAST GERMANS AT END OF 1973. IF WASHINGTON AGENCIES PERCEIVE NO OBJECTION, MESSAGE ALONG FOLLOWING LINES SHOULD BE PASSED TO STRUPP.

2. BEGIN TEXT. ESTABLISHMENT OF US-GDR DIPLOMATIC RELATIONS ON SEPTEMBER 4 WAS VIEWED BY EAST GERMANS AS PRE-CONDITION FOR REGULARIZATION OF BILATERAL ECONOMIC/COMMERCIAL TIES AND EXPANSION OF TRADE. MISSION OFFICER ATTENDING LEIPZIG FAIR WAS ACCORDED CORDIAL TREATMENT BY EAST GERMAN OFFICIALS, REFLECTING IMPROVED CLIMATE RESULTING FROM ESTABLISHMENT OF RELATIONS. HOWEVER, THESE ATMOSPHERICS
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DID NOT LEAD TO CONCRETE COMMERCIAL RESULTS. IN ANY EVENT,

A REALISTIC ASSESSMENT OF COMMERCIAL PROSPECTS SHOULD PROCEED FROM RECOGNITION THAT THERE ARE LIMITS TO RAPIDITY AND EXTENT TO WHICH US-GDR ECONOMIC TIES CAN DEVELOP.

3. SPECIFICALLY AS REGARDS GM NOVEMBER 30, 1973 PROPOSAL TO GDR, THERE HAS BEEN NO REVIVAL OF EAST GERMAN INTEREST SINCE JULY 3 WHEN DOELLING OF CHAMBER FOR FOREIGN TRADE TOLD MISSION OFFICER THAT GM PROPOSAL WAS "DEAD" (REFTEL). PENDING ESTABLISHMENT OF AN EMBASSY IN EAST BERLIN AND ACCREDITATION OF AMERICAN STAFF. (WHICH OUGHT TO MAKE FOR EASIER ACCESS TO EAST GERMAN OFFICIALDOM), SUGGEST GM CONTACT GDR DIRECTLY IF IT WISHES PURSUE MATTER. IN CIRCUMSTANCES, WE WOULD RECOMMEND GM LETTER TO DR. GERHARD BEIL, STATE SECRETARY IN GDR FOREIGN TRADE MINISTRY, REFERRING TO RECENT ESTABLISHMENT OF RELATIONS AND ABSENCE TO DATE OF GDR RESPONSE TO EARLIER WRITTEN INQUIRY. GM SHOULD REITERATE INTEREST IN ESTABLISHING LONG-TERM, MUTUALLY BENEFICIAL BUSINESS RELATIONSHIP AND OFFER TO SEND REPRESENTATIVES TO EAST BERLIN TO DISCUSS SUBJECT FURTHER IF EAST GERMANS DESIRE. IN ADDITION, OR ALTERNATIVELY, GM COULD INVITE BEIL AND REPRESENTATIVES OF GDR AUTOMOBILE INDUSTRY AND/OR RESPONSIBLE MINISTRY TO SPEND SOME TIME WITH GM DURING BEIL'S PROJECTED TRIP TO U.S. EARLY IN 1975 (BERLIN 1639). IF GM DESIRES, MISSION OFFICER WOULD BE PREPARED TO SEEK APPOINTMENT WITH BEIL TO DELIVER LETTER AND TO MAKE PITCH REQUESTING THAT PROPOSAL IT CONTAINS RECEIVE SYMPATHETIC CONSIDERATION. END TEXT.

4. DECONTROL DECEMBER 31, 1975.KLEIN

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Message Attributes

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Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
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Disposition History: n/a
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